

# Tigerreview

OFFICIAL PUBLICATION OF THE FLYING TIGER LINE INC., BURBANK, CALIF.

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FEBRUARY, 1959

## New 'Sky-Highway' Plan Speeds Service

### CAB's 'INTRA-AREA' RULE TO MEAN INCREASED FREIGHT AND AIR MAIL

A new expansion of Flying Tiger's domestic air freight system takes place on March 17, when the airline becomes eligible to handle intra-area air freight, express and mail shipments.

To understand the meaning of this new decision of The Civil Aeronautics Board, one must distinguish between *inter-area* and *intra-area* definitions.

Under the original concept of the Board when it granted the first all-cargo certificate in 1949, the CAB decreed that the carrier could fly freight between designated areas of the United States.

These areas embraced roughly the northeastern regions extending from Boston to Buffalo; the midwest region extending from Cleveland to Milwaukee; and two regions in the west—the area embracing California and that embracing the Pacific Northwest.

Other regions such as Salt Lake City, Denver and Des Moines also were included; but since Flying Tiger does not render direct service to these areas, they do not pertain to the day-to-day operation of the airline. They are serviced on a demand basis only.

#### Early CAB Decision

After defining the areas, the Board decreed that the airline could move freight *between* the areas but it could not fly freight

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### FTL Net \$1.19 Per Share in '58 Last Half

Net income and special items of \$1,231,574, equal to \$1.19 per common share, were reported by The Flying Tiger Line for the six months ending December 31, 1958.

For the same period last year, the line showed earnings of \$1,134,327, equal to \$1.15 per share. Per-share earnings for 1958 were based on 1,035,284 outstanding common shares compared with 983,635 shares for 1957.

Robert W. Prescott, president, said that net income excluding special items established a record for the carrier, totaling \$994,957, or 96c a share, for the 1958 period. In the comparable 1957 period, the carrier reported \$262,849, or 27c a share. Special items, including gains after taxes on the disposal of aircraft, contributed \$236,617, or 23c a share to net income in 1958, compared with \$871,478 or 88c a share, in 1957.

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### 'Pole' for Polio:



A "money post," originated by the Canoga Park, Calif., 20-30 Club, of which Jim Giffen, of the BUR Sales Staff of The Flying Tiger Line, is president, got widespread attention in February when it was shipped from Burbank to New York as one of the first contributions in the annual March of Dimes polio and crippled-children campaign. The post, covered with coin contributions, naturally flew on The Flying Tiger Line, with Joe Ryan, EWR DSM, delivering it to national headquarters of the March of Dimes in New York. In the picture, Ryan and Barbara Kelley, EWR Sales Secretary, hold the post after off-loading at EWR.

### 33 Leading U.S. Truck Lines Join Tigers In 100-City Combination

Inauguration of a new expedited freight service combining air and motor transportation was announced in February by 33 of the nation's leading truck lines and The Flying Tiger Line, world's largest all-cargo air carrier. To be called "Sky-Highway Service," the new combination air-truck program will provide through service from all points on the systems of the various motor carriers to all points served by The Flying Tiger Line and other motor carriers associated with the airline.

George Zettler, Assistant General Sales Manager of FTL, said that this expedited service thus will reach more than 100 cities in the United States. Overnight delivery of freight will be provided between many points on the motor carrier systems and major U. S. terminals of FTL; and second-day delivery is assured at virtually every point in the joint systems of the truck and air carriers.

#### For Ides of March, Hold Everything!

Starting March 5, an old and familiar symbol will disappear from Flying Tiger's TWX's, correspondence, flight logs, etc.

RML no longer will be the designation for the airline's Detroit station.

On March 5, RML will be changed to DTIV.

Federal Aviation Agency is responsible for this change as the identification symbol for Detroit Metropolitan Wayne County Airport, where FTL's facilities are located.

So, mark your calendars and, beginning March 5, when you think of Detroit, write down "DTIV."

#### Single Bill of Lading

Besides speeding up freight deliveries, the new combination service will permit single bill of lading on all shipments at the lowest available rates on such type of transportation.

Other advantages include tail-gate truck-plane interchange of freight; elimination of truck terminal transfer delays since

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### Tigers Win CAB Examiner's Okay For Hub-Trucking at Philadelphia

Flying Tiger's hub-trucking concept for air freight won another round this month when an examiner of The Civil Aeronautics Board recommended that the airline be permitted to serve Philadelphia by truck through the airline's Newark, N. J. station.

The airline's petition had been fought by Philadelphia airport officials, although shippers had testified that they were not concerned how Flying Tiger moved their freight in and out of Philadelphia as long as the airline performed according to its schedule. They said they had been satisfactorily serviced under the schedule.

Examiner Edward T. Stodola recommended that Flying Tiger also should be authorized by the board to serve Buffalo and Rochester by truck through Cleveland's Hopkins Municipal Airport and/or the Broome County Airport near Binghamton, N. Y., and to serve Milwaukee by truck exclusively through Chicago's Midway Airport.

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### And Now It's Flying Volkswagen Trucks!

A complete Volkswagen truck, equipped by Airesearch with jet engine warming equipment, was among the interesting shipments handled at EWR in January.

Shipped by Airesearch of Los Angeles to EWR, the VW was trucked to Idlewild where it was delivered to KLM for transatlantic shipment to Europe for testing.

With a truck, a speedboat, and an airplane all passing through EWR in January, the huge FTL Newark terminal could have billed its own "Constellation Cavalcade of Transportation" exhibit.



New Credit Union Board and Officers—Seated, left to right: Leona Ross, Assistant Treasurer and Manager; Dick Yung, Treasurer; and Don Fry, President. Standing, left to right: Guy Richards, Chairman of Supervisory Committee; Lee Bloch, Vice President; Leon Johnston, Chairman of Credit Committee; Bob Bennett, Chairman of Education Committee; and Katherine Smith, Secretary. Board members are Fry, Yung, Bloch, Bennett and Miss Smith. (Story pg. 2).

## Credit Union Votes 5% Dividend At January 28 Annual Meeting

A dividend of five per cent on 1958 earnings was voted at the annual meeting on January 28 of the Flying Tiger Line Employees' Federal Credit Union, attended by a record membership turnout of 106 plus 50 guests.

It was the tenth annual meeting of the membership. Retiring president C. "Buck" Buchanan presided. "Buck," who is Engine Build-Up Shop Foreman, was given a souvenir gavel by Don Fry, Secretary of the Board of Directors, in appreciation of his services over the past year.

The report of Treasurer Dick Yung showed that during the year, loans outstanding totaled \$531,955. Earnings on loans and interest from deposits of \$130,098 totaled \$32,911. After setting aside a required \$6,582 for reserve for bad loans, a net profit of \$26,329 was reported for dividends.

### 1195 Loans Okayed

Bob Bennett, Chairman of the Credit Committee, reported that his committee had held 162 meetings during 1958 and had approved 1195 loans, totaling \$769,728.13, for an average of \$644.12 per loan.

Treasurer Dick Yung presented some statistics applicable to the ten-year operation of the Credit Union. He reported that in the decade the Credit Union has approved 8,629 loans, totaling \$5,687,177.10.

During this period it has been necessary to write off as "bad loans" only .0035%—and 25% of the loans written off were subsequently recovered. It is felt that this low "write-off" figure is because the members are educated in the Credit Union philosophy.

Loans have been made for many purposes, but have been predominantly to cover purchases of new and used automobiles, real estate, for doctor and medical bills, payment of taxes, and for vacation expenses.

The Credit Union Board of Directors established a safeguard for the records of the Credit Union during this past year. They are now having the records microfilmed quarterly. The microfilm is stored in a fire-proof vault away from the Credit Union Office. In this way, in the event fire destroyed the office and its records the microfilm would permit reproduction of all the records in a relatively short time.

### Out-of-Towners Present

Several out-of-town personnel who were attending Connie Maintenance Training in BUR were present at the meeting. They were Ernie Boyer from RML, Harry Page, from CH1, J. Tammenga from EWR and John McComb from CLE.

One department—Message Center—was 100% represented at the meeting.

The membership, in accepting the Board of Directors' recommendation that a 5% dividend be paid, continued the record of never having paid less than 5% on members' savings.

As a result of the election, which was a part of the Annual Meeting, the following persons

## Tigers Lead All Lines in Air Freight

Flying Tiger's claim to being the world's largest freight and contract airline was amply documented when figures on ton-miles of air freight traffic for the first 11 months of 1958 were published recently.

With final December and 1958 figures yet to arrive, the 11-month report, based on statistical reports filed by all airlines with the Civil Aeronautics Board, showed the following rank in ton-miles of freight carried:

The Flying Tiger	Line	92,464,154
Pan American World Airways	Airways	92,057,637*
American Airlines		87,296,379

\*Includes an estimate of traffic in one division which was unreported in August.

The figures include both domestic and international traffic.

### 2 Records to Tigers

In October, The Flying Tiger Line became the first airline to report more than 12 million ton-miles of traffic. The total was 12,924,955 ton-miles. In that month Pan American reported 9,890,712 ton-miles and American, 9,885,658 ton-miles.

In five of the 11 months, Flying Tiger led all carriers, with Pan American and American each leading in three other months. Thus Flying Tiger also dominated traffic volume in more months than any other carrier.

will serve the Credit Union during the calendar year 1959:

### Board of Directors

Dick Yung	Bob Bennett*
Lou Bloch	Katherine Smith*
	Don Fry

### Credit Committee

Doug Robbins	C. Hambricht*
H. Koger	Louise Waugh*
L. Johnson	Tony Destephano*
	Don Savage*

### Supervisory Committee

Art Underdown	Howard Reed*
	Guy Richards*

\*Those indicated by asterisk are the new members elected to serve during 1959 and 1960.

The following were subsequently elected to specific offices from those listed above:

### Board of Directors

President	Don Fry
Vice-President	Lou Bloch
Secretary	Katherine Smith
Treasurer	Dick Yung

### Credit Committee

Chairman	L. Johnston
Secretary	Louise Waugh

### Supervisory Committee

Chairman	Guy Richards
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### Educational Committee

Chairman	Bob Bennett
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### Car Committee

Chairman	Lou Bloch
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## WE SAY AMEN!

A recent training bulletin of Flying Tiger's Freight Operations Department emphasizes a principle of service which can be taken to heart by every employee.

The bulletin reads:

"We are experiencing certain claims and customer difficulties in regard to dimensional weight application. The major issue seems to be lack of information on the shipper's part concerning the cube rule. One problem area seems to be:

"Failure on the part of FTL personnel properly to inform customers of the rule when rates are quoted.

"In regard to this point, don't be reluctant to discuss cube when a potential customer makes an inquiry. There is definitely that tendency for fear he might be discouraged. Experience has proved he is considerably 'more discouraged' when he sees a cube billing he has not been made aware of previously."

To which the most appropriate comment seems to be:

Amen!



"This is marked 'URGENT-RUSH' so I thought you ought to see it before the week was over!"

## DEWEY AND CUPPETT UPPED BY TIGERS



Dewey



Cuppett

John L. Dewey, Superintendent of Line Station Maintenance, has been appointed Manager of the Inspection Department, Neil B. Berboth, Vice President of Maintenance and Engineering, announced.

Succeeding Dewey as Superintendent of Line Station Maintenance is another Tiger veteran, Joe Cuppett, who has been General Foreman at Idlewild.

The new appointments fill vacancies caused by the death last month of Paul Grace, who had headed the Inspection Department since its organization.

Both Dewey and Cuppett are among the airline's "first" mechanics. Dewey joined the company in 1946 as a mechanic, while Cuppett began his Tiger career in 1945 as one of the first employees at the original Long Beach base.

### Held Many Posts

Dewey, who served in the Marine Corps during the war, has held a number of varied supervisory positions—including those of leadman in maintenance; foreman; general foreman of modification and overhaul; and assistant superintendent of maintenance—prior to his appointment

as Superintendent of Line Stations.

Cuppett has held a number of maintenance supervisory positions during his career. He was leadman, foreman and general foreman of Flight Line and for the past several years had been a General Foreman assigned to various line stations, serving in the United States, Europe and the Orient. He was in the Air Force during the war.

George Maruyama, previously General Foreman and Acting Superintendent of Inspection, according to Dewey, Al Penrose will continue as Superintendent of Training and Publications, also reporting to Dewey.

Howard Smith will continue as Assistant to the Superintendent of Line Stations.

The beginning of foreign air mail service as we know it today was on October 19, 1927 with regular air mail service between Key West, Florida and Havana. Cuba and later was extended to all of North and South America.

## 'Intra-Area' Rule

(Continued from Page 1)

between cities within an area.

In other words, freight could be moved between Boston and Milwaukee, but freight could not be accepted for movement between Boston and Buffalo, since both cities were in the same area.

The new decision wipes out the intra-area restriction. Thus, freight now may be accepted for movement between cities within an area. For example, Flying Tiger now can offer service between Los Angeles and San Francisco, which are in the same area.

It is expected that the new ruling will be productive of a considerable volume of new freight which the carrier can handle to fill up light segments between such cities as Portland and Seattle, Los Angeles and San Francisco, Boston and Hartford, New York and Philadelphia.

The decision also will enable the Post Office to use Flying Tiger flights between many more cities. It is possible that additional airmail traffic will soon begin to appear on Flying Tiger air freighters.

In principle, the new ruling comes as an important decision because it broadens the area of service for all-cargo carriers and moves them a step nearer achieving equality of recognition with the combination passenger lines.

## '... And they in turn have smaller fleas ...'



This photo of a Cessna light plane being loaded aboard an FTL Super H at EWR may not win any award for photographic excellence, but it does tell a story of Tiger follow-through. Joe Ryan, enterprising DSM at EWR saw some good publicity possibilities when the Cessna was brought to Newark for carriage to the West Coast, so he made arrangements for some dramatic shots of the Cessna being hoisted aboard the Connie for the trip West. Unfortunately, however, one of the season's worst blizzards hit Newark airport at the same time your Tigereview photographer arrived, so Joe Ryan's well-planned photo coverage was limited to this one quick blizzardy shot which at least shows that even blizzards don't stop FTL. The two undaunted Tigers working the loading are Tom Nichols, cargo leadman, left; and Dick Vaughan, cargo handler, right.

February, 1959

## New CAB Rule To Boost Air Freight Use

Liberalization of the rules governing deferred air freight service which is expected to boost traffic substantially has been authorized by The Civil Aeronautics Board.

The new rules, which went into effect on February 11, provide for two major changes, Bob Brunner, Manager of the Rates and Traffic Department, said.

"First, the revised rules now permit the carrier to combine deferred with regular air freight so a through charge can be obtained to any point in the United States," Brunner explained.

"Secondly, the carrier is permitted to divert deferred freight into regular air freight."

In practice, the new rules permit the shipper and carrier to make much more use of deferred service. By way of explanation, deferred service is one which offers the shipper a low rate in return for a delayed delivery of freight.

### Changes Explained

Explaining the changes authorized by the Board, Brunner pointed out such factors as these:

Shippers now may route their freight part way via deferred service and part way via regular air freight. This would, for example, permit a shipper to send his freight via deferred service from Los Angeles to Chicago, thence by regular air freight from Chicago to Pittsburgh.

With such service, he would get faster service than by surface and still not have to pay the full cost of regular air freight.

Or a shipper who has moved his freight via deferred service and then belatedly discovers that he needs to obtain possession of it before the scheduled release time may obtain immediate possession by paying the regular rate plus a \$1.00 fee for the diversion.

Or again, a shipper may speed up his shipment enroute if it has not reached its final destination, by authorizing the carrier to move the shipment as regular freight.

For example, a shipment dispatched from Los Angeles to New York may have reached Chicago, and at that point, the shipper decided he could not wait for completion of delivery by deferred service. He then could transfer the shipment to regular service at Chicago, paying the deferred rate from Los Angeles to Chicago and the regular rate from Chicago to New York.

The new rules also permit through deferred rates between most Flying Tiger points. And they allow an earlier release time on the day designated for delivery.

The expanded through rates broaden the areas eligible for deferred service. The earlier release time permits the shipper to get his freight five hours sooner than was permitted formerly.

### Tigers First with 'Flying Speedboat'

FTL had a hand in the introduction of a new boat to the American public at New York's annual National Boat Show at Manhattan's huge exhibition hall, the Coliseum.

Glasspar, world's largest manufacturer of Fiberglas boats, entrusted its newest model, the 13-foot-seven-inch-long G-3 Skiboat, to FTL for flight from Burbank to Newark in time for the opening of the Boat Show.

Hailed as the first speedboat actually designed as a skiboat, the trim little Glasspar G-3 was one of the hits of the annual show.

A Glasspar official visited on the Coliseum floor during the show not only expressed satisfaction at FTL's handling, but also said "I was amazed at the low cost of FTL air freight."

### Hub Trucking OK

(Continued from Page 1)

Examiner Stodola, noting that FTL was the only all-cargo carrier now providing transcontinental service, said the operations which it sought to have approved in the instant proceedings were part of a recent plan for re-grouping and restaging its cargo movements.

### Tigers Plan Improvements

"FTL's Constellation aircraft cannot be operated economically on short-stage lengths," the examiner said, "and its recent plan of substituted services by truck for certain certificated points is clearly designed to improve both service and lift capacity for a limited number of points in the east by providing schedules with larger and faster aircraft, with a minimum of stops, and by channeling the freight volume via surface means into major terminals to provide better delivery times.

"As a result of the changes here under consideration, FTL has been able to expedite its cargo services across the country for both westbound and east-bound shippers.

"All-cargo service by all-cargo carriers, as distinguished from the service of combination carriers, is still in the experimental stage. FTL's establishment of a new pattern of transcontinental service utilizing only Constellation aircraft and its substituted truck service at certain points is another phase of that experiment.

"This new arrangement now makes it possible for FTL to provide for the first time over-night service for shippers at points such as Boston, Hartford, and Philadelphia to cities on the west coast. It also makes possible improved service to other points formerly served directly by C-46 aircraft."

## 17th in a Series of Stories on Important People Who Help Keep The Tigers Flying



Ken Marietta

Supervisor, Management Development. Joining the Tigers in 1950 as an electrician, he became manager of surplus sales and supervisor of out-station material before receiving his present appointment in 1958. In 1953 he also served as president of IAM Local 1903, the union which represents FTL mechanics. Born at Akron, Ohio, Ken attended Great Lakes College in Cleveland for two years, studying physiotherapy. At the same time he worked for the Aluminum Company of America in their time-study and engineering department. After two years with Goodyear Tire and Rubber Co., in Akron, he opened his own welding and machine shop, called Industrial Welding Co. He came to California in 1939. Prior to joining the Tigers he was associated with Wally Timm Co. and Western Aeronautical Supply in Glendale; Universal Studios in Universal City; and Lockheed Service in Burbank. The father of a son and daughter who are college students, Ken recently graduated from the University of California Extension, receiving a "D" certificate for teaching in junior colleges. His hobbies are painting, and designing women's hats. Some years ago he designed the model cars for Los Angeles' much-discussed monorail system.

### Who Does What

At the end of the 1958 fiscal year. The Flying Tiger Line had 1,233 employees, divided as follows: Flight 384 or 31 per cent; Maintenance, 444 or 36 per cent; Administration, 119 or 10 per cent; Sales, 76 or six per cent; Ground Operations, 210 or 17 per cent.

## KNOW YOUR FLYING TIGERS



Oakley M. Smith, Jr.

Chief Pilot, Newark and Idlewild. A native of San Jacinto, Calif., he attended San Bernardino Junior College and the University of Southern California. During the war he enlisted in the Naval Air Corps and piloted a torpedo bomber off an aircraft carrier in the South Pacific. After the war he worked as a pilot for China National Aviation Corp., in Shanghai and Hong Kong. Joining the Tigers in 1950 as a pilot, he reversed Horace Greeley's advice—he went East! He has been based at Denver, Salt Lake City, Chicago, Detroit—and now Idlewild. In 1952 he was made check pilot and in 1958 assumed his present position. Captain and Mrs. Smith live in Red Bank, N. J., with their three children.



Howard W. Smith

Assistant Superintendent, Line Station Maintenance. He came to work for the Tigers in 1950 as a mechanic; was made foreman at Detroit in 1956; and returned to Burbank in 1957 to accept his present position. During his first six years with the company he also held various posts with the IAM's Local 1903. A native of Los Angeles, he spent two years with Northrup Aircraft Company as a mechanic before joining the Marine Corps in 1941. He served as a flight engineer in the South Pacific until 1945. Prior to joining the Tigers he was assistant superintendent of maintenance for California Central Airlines in Burbank. For a short time he was a deputy sheriff for Los Angeles County. Howard is married, has no children.



Reed B. Schilpp

Assistant to Manager, Rates & Tariffs. A native of Pittsburgh, Pa., he came to California to study business administration at San Mateo Junior College. After one year there he joined the Marine Corps and was sent to Korea where he was wounded in action. Returning to the States, he spent eight months at Oak Knoll Naval Hospital in Oakland. Upon being discharged from the Marine Corps, he attended the University of Pittsburgh for two years, then returned to California to graduate from the University of Southern California with a major in transportation. During college he became especially interested in air cargo. In 1957 he came to work for the Tigers in his present position. Reed is single, a veteran swimmer, and sports-car enthusiast.

The first air mail carried from the U.S. to a foreign country was from Seattle, Washington to Victoria, B.C., a distance of 74 miles, on October 15, 1920.



Raleigh Shaw

Assistant Manager, Revenue Accounting. A native of Fresno, Calif., he moved with his family to Hollywood and attended Los Angeles City College and UCLA. During the war he served for three and one-half years with the Coast Guard as Radioman First Class on attack transports in the Pacific. After the war he joined Western Airlines in Los Angeles as a reservation agent, later transferring to Burbank as a station agent. He next became station manager for a number of non-scheduled airlines at Lockheed Air Terminal. Later he went to work for Slick Airways as a senior accountant in 1951. At Slick he was also staff assistant in the controller's office, and assistant to the director of traffic. After a short time in Slick's Dallas office, Raleigh returned to Burbank. He joined the Tigers in his present position in 1957. The father of three children, he loves to swim and has been a lifeguard at a number of California beaches.

## AIR FREIGHT CAN COST YOU LESS: THIRD INSTALLMENT TELLS HOW

In its December and January issues, Tigereview carried the first two portions of a lengthy study reported in October Modern Materials Handling on the bearing the "total cost" concept has in effecting savings by the use of air freight. The last installment will appear in the March Tigereview.

### By Using Air Freight:

Inventories, both in-transit and warehoused, can be greatly reduced. Suppose that your main plant and warehouse are located in the middle west. Your salesmen, on either coast, have a direct teletype wire to your warehouse.

Your salesman in New York closes a sale for, say, a pink refrigerator. He promises delivery the next day. As soon as his customer is out of the store, the order is teletyped to your main middle west warehouse. The warehouse (we're talking of ideal setups) is automatic. The warehouseman pushes the right button and a pink refrigerator rolls out of the system, joins others for the east coast on an accumulator, is placed with them on a truck, and is delivered to a scheduled airplane.

### Next-Morning Delivery

Three or four hours later, the refrigerator is in New York. With the other local-destination refrigerators, it is moved to a small warehouse which is really little more than a distribution point for local delivery trucks. In the morning, the pink refrigerator is delivered to the customer.

This is, of course, an ideal situation. But it has already been done on an experimental basis. For those items destined for points not local to the regional airport, a second day must be allowed as a local carrier makes delivery.

What have you gained? You have bypassed the need for a full stock of refrigerators in all colors and models in New York. In roughly the same time that Mrs. Customer got her refrigerator from the local New York warehouse, she got it directly from the factory.

You have also eliminated the need for major warehousing on both coasts. But more about that later.

### Inventory 'Customer-Oriented'

The basic value here is that your inventory system has become customer oriented. You supply according to direct customer demand, not anticipated or projected customer demand.

Why is this good? Inventories cost money. The amount that you can reduce your inventory gives a proportional reduction in capital. The value of this released capital can be computed. And it can be added to the other

savings under the total cost approach.

For example, on goods valued at \$10 per lb., a 20 per cent reduction of inventory releases \$200 in capital for every 100 lb. of goods normally carried in inventory. At 4 per cent interest rates, the value of this released capital is \$8 a year. If the inventory has a stock turnover of three times a year, the new turnover rate would be 3.75. The interest saving amounts to \$2.66 for each 100 lb. of goods actually moved in distribution.

In the pink refrigerator example, you have also cut the cost of obsolescence, or markdown. This cost also has a straight-line relationship to the inventory level.

### Obsolescence Cut

If your product obsolescence averages 4 per cent of sales and is valued at \$10 per lb., a 15 per cent reduction in inventory will cut your obsolescence to 3.4 per cent, savings \$6 per 100 lb. of goods moved.

In shipping the refrigerator directly to the customer, still another saving is achieved: lower handling cost. With the system described, the refrigerator was handled less frequently than it would have been in a setup that included a public or private warehouse operation in the region.

Reduction of local warehouse operations and inventories also has a direct effect upon local and state corporate franchise and use taxes. Too, some states levy "floor taxes" which are charged on inventory in hand in the state. Many of the corporate franchise taxes are predicated on formulae that use ratios of sales, personnel and goods owned in the state to compute the tax.

The ideal, of course, is to eliminate all warehouses save at the main plant. This warehouse will be needed until production processes become flexible enough to orient production to consumer demand.

### Warehouses: 'Frozen Assets'

As for the warehouses themselves, these represent a frozen capital asset in brick and mortar when the regional operation is owned by the company. If leased, the capital tied up is less, but is still considerable. The easiest to evaluate, of course, is the public



"He's so stupid he thinks Wings is a brand of cigarettes!"

### CORRECTION

The January issue of Tigereview in the second of a series of articles on the "Total Cost Concept" of air freight inadvertently referred to "guaranteed delivery" in connection with the movement of deferred freight.

Several readers have properly noted that there is no such condition in connection with the movement of freight, whether as deferred or otherwise. No transportation company guarantees delivery and Flying Tiger has no such rule in connection with deferred shipment. A schedule is offered but because of the many factors which may intervene, such as weather and mechanical failure, a guarantee of schedule performance cannot be made.

Our thanks to Bob Brunner and C. F. Werner of CAK for pointing this out.

warehouse where you can tell exactly what it costs every month.

A general rule of thumb is that regional warehousing will cost between 2 to 15 per cent of total sales. A general average is 10 per cent. Where your company's figure lies in this range can only be determined by a thorough study of all factors.

After a study is finished, you will probably find that you can save 2 to 5 per cent of sales by cutting out the warehouse. This seems like an insignificant figure until you see that a decrease of warehousing costs from 5 to 3 per cent can save \$10 per 100 lb. shipped. Savings increase when the warehouse cost reduction figure is greater or where the value of the product is higher.

Greater speed adds still a third benefit in terms of sales service. Since most of the nation is within three days of any home plant, direct delivery becomes possible on a large scale. In effect, you can extend your home-town market from coast to coast, as far as delivery time is concerned.

### Prediction Easier

Under the total cost approach, it becomes easier to predict whether or not it is economic to move into a new territory, using air freight. Break-even charts can be particularly valuable. You must, of course, separate your variable from your fixed costs. Direct costing techniques, which use this separation principle, make it easy to project the effect upon profits of changes in volume—when they take place without changes in fixed costs, and when the variable changes are known.

(TO BE CONCLUDED)



Dick Jones, Safety Engineer, shows the first of a series of Safety Boards being erected in a new program to reduce employee accidents.

### 'BRAIN-WASHERS' by 'Chuck' Snoko

*Editor's Note.* C. W. "Chuck" Snoko, assistant to manager of contract operations, has sent Tigereview a batch of "brain-washer" puzzles, the first one of which is offered below. We'll carry one each month for the next several issues.

**Q**—Mentally write down the numbers 1 through 70. Now quickly tell us how many times you have written the number "4."

**A**—17. (perhaps you forgot "44"—or maybe all the 40's?)

### Tiger Net Profit

(Continued from Page 1)

Operating revenue for the 1958 first half totaled \$18,925,864 against \$17,715,507 in 1957; but operating expenses for 1958 declined to \$16,377,196 compared with \$17,061,946 in the preceding year. This produced net operating income before taxes, interest and other expenses, of \$2,548,668 in the 1958 period compared with \$653,561 in 1957.

"The increase in our revenues without a concurrent rise in costs reflects the economies we have been able to effect by basing our operations on a single type of aircraft, the Lockheed Super H Constellation," Prescott said. "With the exception of two C-46 aircraft used in shuttle services, our entire equipment needs are now being met with the Super H."

The Flying Tiger Line today is a \$84,000,000 company, with total assets of the carrier now being recorded just slightly in excess of this figure.

### 1/3 LESS ACCIDENTS SAFETY PLAN GOAL

A new safety program to reduce both accidents and insurance costs is under way in Flying Tiger's Maintenance Department with Dick Jones serving as Safety Engineer, Joe Baker, Superintendent of Facilities and Shops, announced.

The program calls for a monthly review of accidents and safety measures by a committee composed of Maintenance Management, the Union Safety Committee and the First Aid Department.

"Our goal," Baker said, "is safer equipment and better procedures to reduce Flying Tiger's accident rate by at least 36%."

One of the first steps which employees will notice is the appearance of new Safety Boards throughout the airline's working areas. These boards will carry safety bulletins from the National Safety Council as well as current accident reports by the airline's Safety Committee.

The latest bulletin recapitulates January accidents, showing both the cause and the result. Here are few excerpts:

*Laceration and contusion of scalp—struck on antenna mast.*

*Sprained knee—slipped on icy wing.*

*Secondary infection right thumb—laceration of metal.*

Personnel will notice a number of new B4 and B5 work stands in the Burbank hangars which are replacing ladders and other older equipment. Besides speeding up work, the stands represent a definite safety improvement.

Other parts of the program will include fire-fighting classes, first-aid, and accident-prevention films for supervisory personnel.

## Tigers Fly 'Money Jug' To Aid Victims of Chicago Holocaust

Arrival of the "Jug Full of Money" donated by visitors to the St. Joseph's Hospital for Children in Burbank, California, to victims of the school fire at the "Our Lady of the Angels" Church in Chicago, was greeted by one of Chicago's frequent winter snowstorms.

The snow, however, didn't delay the prompt delivery by FTL of the jug to officials of the sorely stricken parish.

Frank Siwicki, Chicago DSM, also received, a few days after the delivery, a letter of appreciation for the line's part in the project from the Right Reverend Monsignor Joseph F. Cussen. The text of the letter follows:

Dear Friends:

I, my assistant priests, the Sisters, and the parishioners of Our Lady of the Angels Parish thank you for your prayers, your sympathy, and your generous kindness in our hour of profound sorrow. You have consoled all of us, especially our injured and the families of our dead. You will always be close to us in our prayers. We shall never forget your charity.

Please accept this acknowledgment as our personal response to your expression of compassion and magnanimity.

We shall pray always that God will spare you and your loved ones the heartache that we at Our Lady of the Angels Parish experienced.

Thank you, from the bottom of our hearts for delivering the large jar of currency from St. Joseph's Hospital of Burbank, California for our Emergency Fund.

1—Flying Tiger Capt. Stu McMahon accepts delivery of money jug from Nurse Janie E. Sternal and Jack Mills (right) of St. Joseph's Hospital, Burbank.

2—Rev. Alfred P. Corbo (left) receives the jug at Chicago from "Sissy" Tailungan and Jim Danek of FTL's Chicago Sales Office.



## 100 Tiger Kennels To Build More Traffic in Animals

A Sales program to develop additional animal and pet traffic on The Flying Tiger Line was begun in February with the acquisition of 100 aluminum kennels, P. T. Albert, General Sales Manager, announced.

The kennels will be distributed to the airline's stations and will be rented to animal and pet shippers at a cost of \$5 per kennel.

Available in two sizes, for large and small animals, the kennels have false flooring for easy cleaning, built-in water containers and loured air vents which are small enough to prevent animals from getting their feet caught in the openings. The vents also are located at the top of the kennels, which avoids drafts in the lower area, where animals lie.

The kennels are collapsible so

they may be transferred easily between stations with a minimum loss of cargo space.

Albert points out that the kennels offer animal-shippers a crating convenience and economy not otherwise available. The kennels, besides being more substantial, are cheaper for a shipper to rent than the cost entailed in building a wooden kennel for animal shipment.

The kennels are the product of the Premere Manufacturing Corp., of Los Angeles.



1—Flying Tiger's new animal kennels are modeled by two dachshunds, donated by Dade Penrod, BUR Public Relations. "How's about it, pal?" says Susie in Lower H but Heidie "ain't" talking.

2—BUR Station Manager Tom Greer (left) inspects one of the new FTL animal kennels with J. D. McKean, vice president (center) and David R. Finley, president of Premere Manufacturing Corp., makers of the kennel. Stacked behind are collapsed kennels for inter-station shipping.



## 'Sky-Highway'

(Continued from Page 1)

freight may be interchanged directly at the air carrier's terminals; advance-manifest service enabling shippers to ascertain both the location of their freight and its scheduled arrival time; and movement of freight over daily, certificated scheduled air routes.

"This new service combines for the first time," Zettler said, "the transportation facilities of both air and ground freight specialists. Flying Tiger, the world's largest all-freight air carrier, is solely concerned with problems of the shipper. Freight moves only on all-freight aircraft, which will carry loads up to seven times as large as that transported on combination passenger-cargo airplanes."

"Flying Tiger also flies the only Lockheed Super H Constellation fleet in the United States. This airplane is faster and will carry loads up to one-third larger than any other type of commercial air freighter. This insures the shipper of being able to count on an airplane capable of handling almost any type of freight that will go on a truck."

The new program is the result of more than a year of work by Zettler and Robert Brunner, Manager of Rates and Tariffs for FTL, working under the direction of John Higgins, Vice President, and Peter Albert, General Sales Manager.

In general, the arrangement provides blanket surface coverage of areas up to 250 miles from FTL's major terminals.

### New Tariff Concept

In completing the motor-air carrier agreements, Zettler and Brunner were successful in negotiating an entirely new tariff concept which was needed to effectuate the motor-air tieup.

This required agreement by the motor carriers on an all-commodity rate for all air shipments originating over their systems. (This is in contrast to the complex tariff structures commonly followed by such carriers).

Zettler said the motor carriers accepted the program because of their confidence in the future of motor-air traffic development, the principal elements of which are faster delivery than by all-surface methods; rates below all-air levels; and the extension of advantages of all-cargo air capacity and speed to many communities adjacent to major air terminals.

A principal advantage to FTL lies in the acquisition of agreements with motor carriers which broadly extend the airline's areas of service through good surface-transportation connections. It enables the airline to become, in short, more competitive to many more points.

In conjunction with the program, the airline is sponsoring a series of promotional efforts involving the use of trade-publication advertising, direct mail solicitation for both the airline and its motor-carrier associates and informational brochures for distribution by the sales staffs of both airline and associated motor carriers.

## Tiger Gains in December Top All Other Lines'

December air freight ton-mile reports by the nation's major property carriers show that The Flying Tiger Line registered the largest gain of any airline in December.

In that month, Flying Tiger's share of the air freight market served by FTL, American, United and TWA rose to 32.3 per cent of the total ton-miles of all carriers, compared with 28.3 per cent in November.

For Flying Tiger, the December gain climaxed an uptrend which began in June, when the carrier's share of the market was 25.6 per cent.

In this same period, United Airlines' traffic rose from 24.5 to 30.8 per cent of the market, while American Airlines' volume declined from 39.8 to 37.3 in November. December was omitted as a comparison month for American since its operations were adversely affected by a strike.

TWA traffic also declined in the period under comparison, from 10.1 in June to 8.3 in December.

# Carpenter Shop Skills Win High Praise

## Partitions to Cabinetry, Shop Takes All in Stride

"I'll put the Flying Tiger Carpenter Shop up against any!" No idle boast are the words of one of the airline's top supervisors who, lest he be accused of prejudice, will be left unnamed.

But his verdict, backed by many years of mechanical experience and the wholesale endorsement of other airline maintenance executives, points up the accomplishments of one of the most versatile departments of the company.

Whether it be installing a plush cabinet in a luxury aircraft or laying floor tile or moving office partitions, Flying Tiger's Carpenter Shop, under the leadership of Johnny Ferlazzo and Chick Thrasher, represents one of the most accomplished and versatile working crews in the airline.

The luxury finishes one sees in modified aircraft—the plush C-46 jobs for Arctic Pacific or Aero Carga of Mexico, the two DC-6A's for USOA, and the trim work in our own passenger Super H Constellations—are the product of Ferlazzo and Thrasher and their crew of Anton Sterk, Tom Marshall and Melvin Hocker.

The finished executive offices in the airline's General Office Building represent another accomplishment of this versatile crew, to say nothing of the recent program of refinishing worn desks so they look as though they just came out of the factory.

### Sterk Oldest Employee

The Carpenter Shop, which is part of the Facilities and Equipment Division under Foreman Bill Margrave, also lays claim to a celebrity—Flying Tiger's oldest working employe—76-year-old Anton Sterk.

A native of Holland, where he learned cabinet work under the age-old craft system, Anton, in spirit and energy, is one of the youngest men in the company. He puts in a full day and overtime whenever needed with all

the energy of younger men; and even more amazingly, he needs no glasses to do the fine detailed work seen in the cabinets he turns out, whether for aircraft or offices.

"He is a master craftsman," says Joe Baker, Superintendent of Facilities and Shops.

One of the latest jobs being finished by the shop is the installation of the new "deadhead" compartment in the Constellations, which is winning the praise of all deadheaders—or company free-riders.

This compartment not only replaces the cramped and awkward deadhead space originally found in the aircraft, but adds two important features: a convenient and finished lavatory and, secondly, easy conversion to a freight compartment when there is no deadhead traffic.

In a few minutes, the bunks can be stacked and space made to accommodate 1000 additional pounds of freight.

### Designed by Engineering

The compartment was designed by Engineering from suggestions volunteered by Operations Department officials. Then the Carpenter Shop built a prototype and made the installation, aided by the Sheet Metal and Electrical Departments.

The prototype, or plywood bellframe, enables the Carpenter Shop to build the installation to full specifications outside the aircraft and install it without unnecessarily tying up the airplane.

In the deadhead configuration, three bunks are installed, plus a lavatory. The bunks can be stacked and the bulkhead separating the cargo and deadhead sections can be swung open to

provide additional forward storage space for cargo when the aircraft is flying without free-riders.

Here are some of the other jobs performed by the shop:

Routine building maintenance and repair; side gates and flooring for delivery trucks; markers and dividers for parking lots; bulletin boards; roof for a new paint spray booth; and, at Christmas time, renovation of toys donated by Flying Tigers personnel for orphans and needy children.

But if you ask the shop crew today what they are most pleased about, you won't hear about their work. Instead they point to a new saw!

Called a Craftsman Accra-Arm, it has a 10-inch blade which, Johnny Ferlazzo says, "will do everything but change the baby's diapers!"

With it, one man can handle an operation which used to take two; and it saves as much as 10 hours working time a day.

"She's a beauty!" say the crew, meaning the saw—not that deluxe cabinet standing in the corner. "That?—just another job."

1—Johnny Ferlazzo measures a bulkhead for the new deadhead compartment with bunks shown.

2—Chick Thrasher puts finishing touch on lavatory door in deadhead compartment.

3—Melvin Hocker (kneeling) and Thrasher line up prototype for deadhead and navigator compartment from which installations can be built for aircraft.

4—Anton Sterk puts the finishing touches on a job for which he is famous—cabinets.

5—Tom Marshall finishes up the supporting rack for galley and deadhead compartment coffee and water jugs.

6—Ferlazzo demonstrates the pride of the shop—the new Craftsman radial saw.



# SFO TRAFFIC UP 1000% SINCE STATION'S 1948 INAUGURATION

(Editor's Note: The San Francisco Station took a look at what happened in 1958 and got up its own story as to what's been going on there. Tigereview will be glad to publish any other if any other would like to get one together.)

## San Francisco Story

Air freight revenue of The Flying Tiger Line at San Francisco broke all records in 1958 and climaxed a 10-year growth trend in which all traffic has risen more than 1,000 per cent since the company's inauguration of service in 1948.

Traffic volume in 1958 gained 47.3 per cent over 1957, with December business showing one of the year's largest monthly increases—68.9 per cent over the same month of 1957.

In fact, December business of the carrier at San Francisco exceeded the entire revenue for this terminal in 1948, when the airline inaugurated its first scheduled service out of the Bay Area.

## Reasons-Why Told

The strong showing in 1958 was attributed to two factors—the increasing use of air freight by industry to speed up production and distribution; and the availability of more modern aircraft equipment to move freight.

"We show both an increasing number of customers as well as larger use of air freight by established customers," Ken Albertson, District Sales Manager, said.

"This, tied in with improved schedules made possible by the new Lockheed Super H Constellation fleet which we put into operation a year and a half ago is responsible for the traffic gain."

When the San Francisco terminal was first established in 1948, the airline offered one eastbound flight daily with a total lift of 6,500 pounds. It took two days to deliver freight to the east coast. The station was manned by two people.

Today, a total of six flights operates in and out of the terminal with a lift in excess of 200,000 pounds. Freight is delivered overnight to New York, Chicago and other eastern terminals. There are more than 250 employees at the San Francisco station.

Terminal facilities have been expanded from a single small freight shed to the largest single airline freight facility at San Francisco International Airport, covering some 20,000 square feet.

Besides being one of the largest stations on the Flying Tiger system, San Francisco is also the airline's western regional headquarters.

## 'Nurse Duke' Ill

Reinette Duke, better known as "Nurse Duke" to hundreds of Flying Tiger employees, is confined to the Cottage Hospital at Santa Barbara for treatment.

Her address is Reinette Duke, R. N., Cottage Hospital, Sansome Clinic, Santa Barbara, Calif. Notes or cards will be most welcome during her illness.

## MATS Business

Military Air Transport or "MATS" traffic carried by The Flying Tiger Line in the 1958 fiscal year totaled 19 million dollars, or 33 per cent of all MATS commercial business.

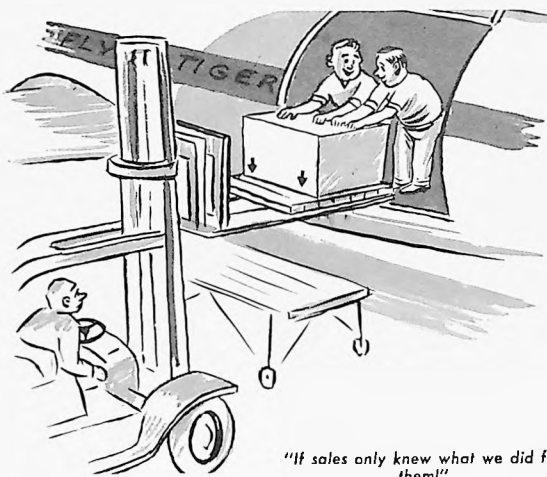
## Think It's Rough Now? Then Just Look at 70s!

The following set of rules, unbelievable as they sound to us today, actually existed in offices back in the 1800s. We thought you might enjoy reading them just for comparison's sake:

1. Office employee will daily sweep the floors, dust the furniture, shelves, and show-cases.
2. Each day fill lamps, clean chimneys, and trim wicks. Wash the windows once a week.
3. Each clerk will bring in a bucket of water and a scuttle of coal for the day's business.
4. Make your pens carefully. You may whittle nibs to your individual taste.
5. This office will open at 7 a.m. and close at 8 p.m. daily, except on the Sabbath, on which day it will remain closed. Each employee is expected to spend the Sabbath by attending Church and contributing liberally to the cause of the Lord.
6. Men employees will be given an evening off each week for courting purposes, or two evenings a week if they go regularly to Church.
7. After an employee has spent 13 hours of labor in the office, he should spend the time reading the Bible and other good books while contemplating the Glories and building up of the Kingdom.
8. Every employee should lay aside from each pay a goodly sum of his earnings for his benefit during his declining years, so that he will not become a burden upon the charity of his betters.
9. Any employee who smokes Spanish cigars, uses liquor in any form, gets shaved at a barber shop, or frequents pool and public halls, will give me good reason to suspect his worth, intentions, integrity, and honesty.
10. The employee who has performed his labours faithfully and without fault for a period of five years in my service, and who has been thrifty and attentive to his religious duties, and is looked upon by his fellowmen as a substantial and law abiding citizen, will be given an increase of five cents per day in his pay, providing a just return in profits from the business permits it.

BE WORTHY OF YOUR HIRE  
Zachary U. Geiger, Sole Proprietor  
Mt. Cory Carriage & Wagon Works  
—Acme Steel News

April 5, 1872



"If sales only knew what we did for them!"

## Others Down, Tigers Up

Although estimates of air freight traffic for 1958 by the Air Transport Association indicate a decline of 5.8 per cent in 1958 traffic, compared with 1957, preliminary figures compiled for The Flying Tiger Line indicate its 1958 traffic was up 25 per cent.

## 'Convertibles'

Most of Flying Tiger's Super H Constellation equipment is described as "convertible" aircraft. These aircraft can be converted in a few hours to carry either freight or passengers. However, it has four all-freighters designed to carry only cargo.

## Aid of Islanders to 'Korean Baby-Lift' in December Told

How the people of Honolulu turned out to lend their help to Flying Tigers' now-famous Baby-Lift from Korea to Portland, Ore., last Christmas, came to light the other day when Vi Corrington, FTL's Manager of Passenger Service, visited the Honolulu station on an inspection trip.

The flight, which was described in the January issue of Tigereview, involved the movement of more than 100 children—Korean war orphans—to the United States for adoption. It was sponsored by Henry Holt, Oregon farmer.

Station Manager Max Olford

## Human Remains in Unusual Shipment

One of the most unusual movements of human remains occurred last autumn that demonstrates one of the basic reasons for the growth of air cargo—flexibility.

A death occurred in California in a family with relatives in both California and Ohio. Burial of the deceased was planned in California but the family wanted to have funeral services in both states.

The Honold Brothers Mortuary of Garden Grove, Calif., arranged to fly the case from Burbank to Cleveland and thence back to California for burial. Consigned to the Di Cicco & Son Mortuary, Cleveland, the case left Burbank on a Friday via Flying Tiger Line, arriving in Cleveland on Saturday. The following Tuesday, the shipment left Cleveland, returning to Burbank on Wednesday for burial.

at Honolulu was almost literally bowled over by the response of Honolulu residents who had seen newspaper stories of the forthcoming flight. He told Miss Corrington that more than 300 people voluntarily called, asking if they could be of help during the stopover of the plane in Honolulu. Calls came from housewives, university students and welfare agencies, including the Salvation Army.

## 70 Helpers Chosen

Finally, 70 persons were chosen to help, selection being on the basis of the latest smallpox inoculation so that no feelings would be hurt.

The voluntary baby sitters descended on the airport and took over a nursery on the second floor. The Marine Corps donated toys, and as Olford said, "they weren't small ones either—pedal cars and trikes were plentiful."

When the ship arrived, the volunteer workers and four pediatricians who also had offered their services, took the children in hand. Every child got a bath and an entirely new set of clothing, which also had been donated, to say nothing of the toys.

"It was the most heart-warming thing you ever saw," Olford remarked afterward.

Sky-Highway Plan is being extensively promoted to shippers through ads such as this, appearing in the March issue of Air Cargo. (See story on page one.)



## The FLYING TIGER LINE AND AMERICA'S LEADING MOTOR FREIGHT CARRIERS

NOW OFFER THE ONLY AIR-SPED THRU ALL-CARGO SERVICE BETWEEN THE PACIFIC COAST AND MANY MAJOR MARKETS IN THE MIDWEST AND EAST



True this service—bulky truck time interchange, via terminals to terminal transfer, easy, expedient schedules.



Equal to air less than cost of entering an air truck on shipment, due to joint thru rates. Often less than fastest surface line rate. See bill of lading, one page 12.



More reliable—also shed the services fleet shipment and called and expected prompt progress data available through Flying Tiger's nationwide telekey network and Advance Manifest System. Advance on the way, your shipments are handled by men who are freight specialists, and proud of their service and response, the difference.



Far faster than the fastest surface transportation. Often faster than alternate all cargo routes, where they exist. All flights by Lockheed Super H Constellation, world's largest and fastest air-lifters.

Offices in principal cities. Phone or write for point list, schedules and tariff.

## FLYING TIGER LINE

The only certificated, scheduled transcontinental airline specializing in air freight. General Offices: Lockheed Air Terminal, Burbank

Associated motor freight carriers: Accelerated Transport-Pony Express, Air Cargo Terminals, Auclair Transportation, B&P Express, Berman's Motor Express, Bikays Express, Bonded Draying Service, California Motor Transport, Consolidated Freightways, Cushman Motor Delivery, Dancy Freight Lines, Dave's Motor Trans, Dennis Truck Line, El Dorado Motor Transportation Co., Fowler & Williams, Hall's Motor Transit, Hawkeye Motor Express, Hicks Express, Inter-City Auto Freight, Jersey Coast Freight Lines, Keystone Motor Express, Noye & Key, Motor Transport, Northern Transportation Co., Perivormer Transfer, Root's Express, Scott's Delivery Service, St. Johnsbury Trucking, Stockton Motor Express, Trans Ohio Express, Transportation Service, United Truck Lines, Van Name's Express.

# Zettler's 3-lb. Turkey Egg Now 1 Million

## 500 Tons of Turkey Eggs Shipped Annually by Flying Tiger Line

The lowly egg, if such its state be, certainly is no lowly statistic on The Flying Tiger Line. In fact, it is rapidly forging ahead to a point where, when its name is mentioned, a most respectful tone predominates.

And well it might be for today the egg—turkey egg in particular—is one of the brightest traffic statistics in the swiftly growing field of air freight.

Within the current season, now under way, it is not unlikely that upwards of a million pounds of turkey eggs will move from the warm, sunny winter ranches of California and Oregon to the snowy reaches—and farms—of the midwest and eastern seaboard.

Since none of this was true a few short years ago, every paycheck-drawer on the Flying Tiger Line ought to be familiar with the story of turkey eggs. They pay a real part of everyone's wages.

Turkey eggs for hatching have been moving off Oregon and California ranches for many years, mostly by expedited surface transportation.

### Eggs Shipped East

Climatic conditions in the west are most favorable for turkey breeding and hatching and the west has long been a source of one of the kings of the dinner table—ye old gobbler. Laid in the west, eggs are shipped east, where farmers hatch them, raise the turkeys, feed the populace and make money for themselves. The western turkey, because of favorable breeding conditions, has become kingpin in the turkey world, to say nothing of mid-lady's cookpot.

A few years ago, an enterprising young man, known to some of his associates as Three Pound Zettler and to others as George Zettler, Assistant General Sales Manager, was working in FTL's San Francisco station. He heard about all the turkey eggs being shipped by surface and because someone was beating his brains out for more traffic, Zettler went out and took a look at turkey eggs. Not being a dunce, Zettler needed no more than a few minutes' conversation to size up turkey eggs as a fine traffic-statistic prospect for Flying Tigers.

Result? A couple of years ago, no turkey eggs moving on Flying Tiger air freighters. Today: close to a million pounds a year.

Reason? Because air freight can do so much more so much better for the turkey egg rancher and the turkey egg hatchery.

### Turkey Eggs Perishable

First of all, turkey eggs are very perishable. Their fertility is relatively short lived and the sooner you can get an egg from the ranch where it is laid to the hatchery where it is to be hatched, the better. No kind of transportation can get it there as fast as the airplane. Score a big assist, thus, for air freight on the transportation study of the turkey egg rancher.

Secondly, the air ride is very smooth contrasted to some pretty bumpy surface travel. Hence less damage by air. So make another mark on the chart for air freight.

Thirdly, cost? Yes, it costs more by air but only sometimes. In many cases, the cost is less than by surface and you get all the rest of the advantages thrown in for free.

With these facts in hand, Zettler began selling turkey-egg transportation. Today's vastly increased traffic is a result of this program. It is one reason you see Flying Tiger representatives at turkey shows, with exhibits, trade publication advertising, and informational hand-out material.

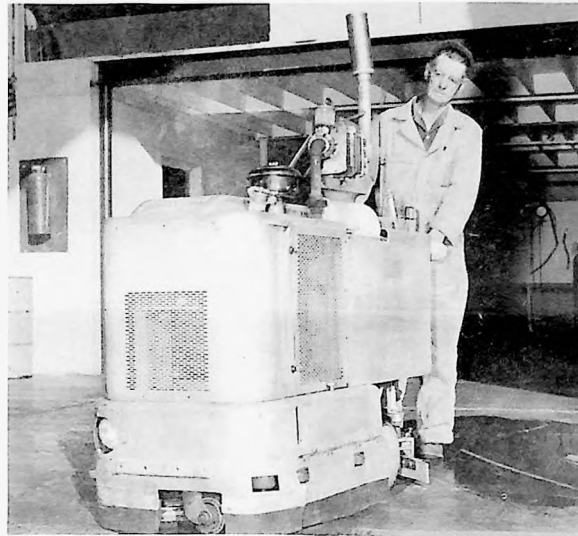
For 1959, Flying Tiger has some traffic-generating innovations up its sleeve, intended to develop even more turkey egg traffic.

### Rates Lower, Losses Cut

Lower rates have been established by switching the eggs from one classification to another.

Much improved truck connections have been established both at originating and destination stations. This means direct delivery to the hatchery or direct delivery from the grower to the airline. Thus, by reducing the handling of eggs, loss and damage are also cut.

Handling techniques at Flying Tiger stations have been improved. For instance, controlled-temperature-holding facilities are available at Chicago and Newark during the transfer periods from



Gene Chisum demonstrates the Auto-Scrubber. Notice cleaned area in foreground contrasted with oil-slick area in rear.

## Auto Scrubber Cleans All Except Cars

Just as the scrub-board is disappearing from Mother's laundry, replaced by the faster and more efficient automatic washer, so the mop and broom is giving way in the airline hangar to a new mechanical cleaner.

It is one of the reasons that Flying Tiger's Burbank hangars now have an industry reputation of providing greatly improved working conditions to say nothing of cleaning economy that is saving thousands of dollars annually.

Called the Auto-Scrubber, this floor-cleaning machine which looks something like a small tank has now been in operation in the BUR hangars for more than a year. Since its installation, several other airlines have followed the Tiger's lead and put it to work in their shop areas.

### 9 Minutes for Day's Work

The machine will clean as much area in nine minutes—2,000 square feet—as it takes a man with a mop to do in a day. In addition, it does a much better job, thoroughly removing oil scum which cannot be effectively taken up with a mop.

As a result, floors are not only safe to walk on but they can be used immediately after cleaning, contrasted to the old mop method which required time for floors to dry, thus slowing down work in hangar areas undergoing cleaning.

Another advantage gained is better preservation of floors, thus extending the life of floor finishes.

Besides much faster and more efficient cleaning, the machine has brought praise of Flying Tiger hangar appearance from both commercial and military customers. During a recent inspection by high military personnel, the airline was complimented on the unusually clean condition of its working areas.

It could be a vital factor in the award of a contract.

the aircraft to the delivering truck.

Improved temperature control on Flying Tiger's big Super H Constellation air freighters is improving flying conditions for the eggs.

By using Flying Tiger's assembly rule, a farm ordering eggs from several growers is able to consolidate its shipments—at the originating air station and obtain the best possible rate.

Today, somewhere between 75 and 100 growers are shipping their eggs almost daily over The Flying Tiger Line—from California and Oregon ranches to farms in Iowa, Minnesota, Wisconsin, Indiana, Ohio, Michigan and on to eastern seaboard states such as Pennsylvania and New York.

So, take good care of the turkey eggs. They hold an impor-

tant place in the future of air freight.

### Kudos to Zettler

Pretty obvious, isn't it? All thanks to Three Pound Zettler, whose example of stirring up freight should be a landmark to all salesmen.

Why, you may ask, *Three Pound Zettler*? So far as we have been able to discover, this is the only real flaw in the program. When Zettler first ran across the egg prospect, somebody told him that turkey eggs weighed three pounds each. Then they told him how many eggs were shipped annually. When Zettler multiplied the weight of the egg by the number shipped, he came up with some fantastic air-freight forecast of a market of unty-ump million pounds a year.

He dutifully passed this along to his superiors only to learn that he had, halfway at least, been the victim of a gag. The man was right on the number of eggs; but as to the weight—well, they averaged only about *four ounces* each. Ever since then, in the industry, George has been known as *Three Pound Zettler*.

But, if you will forgive the expression, it's still a helluva lot of pounds of eggs moved each year on The Flying Tiger Line.



Typical turkey-egg on-loading scene shows Jerry Fredine, cargo handler, easing egg cartons aboard a Flying Tiger Super H, while Cargo Supervisor Bill White keeps the conveyor filled.

THE FLYING TIGER LINE  
LOCKHEED AIR TERMINAL • BURBANK, CALIF.

ST CLASS



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